



Business Development Manager / Sr.Manager

Sales jobs for Indian Japanese speaker

募集職種

人材紹介会社

RGF Select India Pvt. Ltd

求人ID

1555630

業種

ハードウェア

雇用形態

正社員

勤務地

インド, Bangalore or Chennai

給与

300万円 ~ 500万円

勤務時間

9:00-18:00 Mon-Fri

休日・休暇

Saturday, Sunday

更新日

2025年09月03日 00:00

応募必要条件

職務経験

6年以上

キャリアレベル

中途経験者レベル

英語レベル

流暢

日本語レベル

ビジネス会話レベル

最終学歴

大学卒： 学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

Details will be provided upon provisional application.

■Job Description:

Our Business Development and Customer Success team is seeking a Manager/Senior Manager to join a highly skilled group focused on creating innovative digital products and services for the mobility industry of the future.

■What you will do:

- Build and maintain strong relationships with B2B clients, ensuring the success of ongoing engagements.

- Identify and pursue new business opportunities, maintain a healthy sales pipeline, and manage the sales cycle including proposal creation, estimation, and Statement of Work (SoW), in close collaboration with technical teams.
 - Lead sales planning and oversee tracking, reporting, invoicing, and other aspects of sales operations in coordination with Finance and cross-functional teams.
 - Design and implement business development strategies to achieve sales targets, expand the customer base, and strengthen the company's market presence.
 - Drive revenue growth, profitability, customer satisfaction, and expansion of client relationships and engagement portfolio.
 - Contribute to shaping the long-term business strategy and roadmap.
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スキル・資格

[Necessary Skills / Experience]

- 8+ years of proven experience in sales, relationship management, or account management within the IT or digital solutions industry
 - Proficiency in both Japanese and English (mandatory requirement)
 - Strong track record of driving and closing large enterprise-level deals while managing complex sales cycles
 - Excellent verbal and written communication, presentation, and negotiation skills, with the ability to influence stakeholders at senior and mid-management levels
 - Consistent achievement of multi-million-dollar revenue targets
 - Strong collaboration skills with a proven ability to build and maintain trust-based relationships both internally and externally
 - Solid business acumen and understanding of IT and digital technologies
 - Knowledge of cloud-based solutions and experience in mobility-related digital services is desirable, with the ability to lead client conversations in these areas
 - Experience working with global clients; familiarity with the Indian market is a plus
 - Awareness of the broader mobility and transportation ecosystem, including OEMs, dealers, and supply partners
 - Understanding of emerging technologies such as electric vehicles, autonomous mobility solutions, remote diagnostics, and digital service platforms
 - Passionate about customer success, able to work independently, and skilled in problem-solving with attention to technical details and structured approaches
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会社説明